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Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 /036 W
----------109925 131221Z /11
R 121738Z APR 78
FM AMEMBASSY LONDON
TO SECSTATE WASHDC 5060
INFO AMEMBASSY PARIS
AMEMBASSY MADRID
AMEMBASSY BRUSSELS
AMCONSUL MUNICH
AMCONSUL HAMBURG
AMCONSUL BREMEN

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E. O. 11652: N/A
TAGS: EAIR, UK, US
SUBJECT: CIVAIR: PROSPECTS FOR U.S.-U.K. AEROSPACE
COOPERATION

REF: (A) THE HAGUE L787 (NOTAL): (B) LONDON 4469;
(C) BONN 5799

L. TO BEST EMBASSY'S KNOWLEDGE, THERE HAVE BEEN NO FURTHER DEVELOPMENTS IN BOEING-AEROSPACE (BAE) NEGOTIATIONS. BRITISH SEEM TO BE WAITING FOR RESULTS OF THE EUROPEAN (FOUR-COMPANY) SALES SWING (REFS B AND C), AND D
HY ENSUING NEGOTIATIONS AMONG THE PROSPECTIVE PARTNERS ON THE OTHER HAND, BOEING HAS SO FAR NOT WITHDRAWN ITS OFFER OF COOPERATION ON THE 757.

2. LORD BESWICK, CHAIRMAN OF BAE, TOLD CIVAIR ATTACHE MARCH 30 THAT HE STRONGLY FAVORS EUROPEAN COOPERATION,
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LEAVING IMPRESSION THAT HE WILL SERIOUSLY CONSIDER ASSOCIATION WITH BOEING ONLY IF IT IS CLEAR THAT NO ECONOMICALLY VIABLE EUROPEAN PROJECT IS AVAILABLE ON TERMS ACCEPTABLE TO BAE. IN SEPARATE DISCUSSION APRIL 4, MICHAEL BUCKLEY OF DEPARTMENT OF INDUSTRY EXPLAINED THAT BAE IS DETERMINED TO MAINTAIN A DESIGN CAPABILITY, NOT ONLY NOW, BUT FOR LONG PULL. IT BE-

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LIEVES IT IS MORE LIKELY TO BE ABLE TO DO THIS IN AS-
SOCIATION WITH OTHER EUROPEANS THAN IN ASSOCIATION WIT
U.S. GIANTS.

3. HOWEVER, BAE HAS ANNOUNCED THAT IT WILL ASK GOVERN-
MENT PERMISSION TO PROCEED WITH THE HS-146, THE SMALL
AIRLINER THAT WOULD ALMOST CERTAINLY USE AVCO-LYCOMING
ENGINES. THIS IN ITSELF WOULD MEAN RETAINING AT LEAST
A LIMITED DESIGN CAPABILITY. IN CONJUNCTION WITH THE
RECENT PANAM DECISION TO BUY ROLLS-ROYCE ENGINES FOR
THE AIRLINE'S LONG-RANGE TRISTARS, IT COULD IMPROVE THE
ATMOSPHERE FOR BOEING OR, LESS LIKELY, DOUGLAS. AS YET
WE HAVE SEEN NO REFLECTION HERE OF REF C'S REPORT THAT
ROLLS-ROYCE ENGINES ARE PLAYING A SIGNIFICANT ROLE IN
EUROPEAN THINKINQ ON FUTURE DESIGNS.

4. IN ADDITION TO THE ELEMENTS REPORTED REF B, THE
BRITISH TREASURY IS REPORTED TO BE LEANING IN FAVOR OF
AN AMERICAN SOLUTION, PRIMARILY BECAUSE OF THE IMPACT
AN UNSUCCESSFUL EUROPEAN PROJECT COULD HAVE ON GOVERN-
MENT FINANCES.

BREWSTER

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